



"Sent via Fax"

November 8, 1994

BRUCE A. COOK
Senior Chain Accounts Manager

7000 Airways Park Drive
East Syracuse, NY 13057
315-463-1872
Fax 315-463-2045
Voice Mail 1-800-757-8255
Ext. 42498

Mr. Gerald Katz
Fay's Drug Co., Inc.
7245 Henry Clay Blvd.
Liverpool, NY 13088

Dear Gerry:

Recently we discussed a merchandising bonus in the amount of \$75,000.00. I'm forwarding an agreement that outlines R.J. Reynolds specifications to earn these monies.

If there are any questions, please contact me.

Thank you.

Sincerely,

Bruce

B.A. Cook
Sr. Chain Accounts Manager

BAC/jb
Enc.

P.S. Decision needed by December 1, 1994, or the bonus will no longer be available. This date is not negotiable.

"We work for smokers."

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